

Message Text

MRN: 1975SEOUL 005591 SEGMENT NUMBER: 000001 ERROR READING TEXT INDEX

FILE; TELEGRAM TEXT FOR THIS SEGMENT IS UNAVAILABLE

ADP000

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PAGE 01 SEOUL 05591 02 OF 02 241255Z

42

ACTION EA-10

INFO OCT-01 ISO-00 EB-07 /018 W

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R 240913Z JUL 75

FM AMEMBASSY SEOUL

TO USDOC WASHDC

SECSTATE WASHDC 1648

UNCLAS SECTION 2 OF 2 SEOUL 5591

FOR WASHINGTON ACTION GROUP

C. RESOURCE AVAILABILITY, FUTURE PROBLEMS. FINANCIAL RESOURCE
ACTUAL EXPENDITURES (WITH CCP PROGRAMMED AMOUNTS IN
PARENTHESES) WERE:

LIBRARY	\$3205	(3100)
TRAVEL	\$2328	(6900)
NEWSLETTER	\$6300	(6300)
CONTRACTUAL SERVICES	ZERO	(4000)
REPRESENTATION	\$1200	(2500)
TOTAL	\$13,033	(\$22,800)

PLUS \$1,000 MADE AVAILABLE BY COMMERCE FOR BUSINESS SYSTEMS
MARKET RESEARCH. EMBASSY HAS ASKED FOR ADDITIONAL FUNDS FROM
EA/EX FOR FY 76 TO BRING ALLOCATIONS UP TO FOLLOWING LEVELS
IN DOLLARS: LIBRARY 3505, TRAVEL 4010, NEWSLETTER 10,050,
CONTRACTUAL SERVICES 5,000, REPRESENTATION 2,440. SEE IN THIS
REGARD THE BUDGET CALL: FIELD BUDGET ESTIMATES FY 76 IN SEOUL
A-129 OF JUNE 17, 1975, WHICH DESCRIBES NEW TRENDS IN COMMER-
CIAL REQUIREMENTS AND CONTAINS DETAILED JUSTIFICATION FOR
THESE FUNDING INCREASES. CONTRACTUAL SERVICES FOR MARKET
RESEARCH CRUCIAL ITEM. HOPEFULLY, FINANCIAL RESOURCES WILL
NOT BE PROBLEM IN FY 76. WHAT WE CONSIDER TO BE OUTSTANDING
RESULTS IN FY 75 ACHIEVED WITH CONSIDERABLE OVERTIME FROM
FULL STAFF ON BOARD. FOR FY 76, WE NOW FACE PERSONNEL RESOURCE
PROBLEM WITH ONE OF TWO LOCAL SECRETARIAL POSITIONS RIFED AND
ONE OF FOUR FULL-TIME OFFICER SLOTS TO BE FILLED IN AUGUST
WITH JUNIOR INEXPERIENCED FSO. AMERICAN SECRETARY NOW
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PAGE 02 SEOUL 05591 02 OF 02 241255Z

AVAILABLE ONLY PART-TIME PENDING TRANSFER TO ANOTHER OFFICE AND ARRIVAL REPLACEMENT. OCTOBER JEEP, PROPOSED OCTOBER SEVENTH MINISTERIAL, NOVEMBER PROCESS CONTROL TECHNICAL SEMINAR AND SCHEDULED BSPS WILL FULLY EMPLOY SHORT STAFF. NON-CCP GEORGIA IOGA EXACERBATES PROBLEM. PRESENT ALTERNATIVES INCLUDE NOT ACCEPTING ANY BSPS NOT NOW SIGNED UP, SUPPRESSING COMMERCIAL NEWSLETTER, DELAYING SUBMISSION BEST PROSPECTS REPORT, AND ABANDONING ONE OR MORE MARKET CAMPAIGNS. ANOTHER CONSIDERATION IS THE EXOGENOUS FACTORS BEARING ON THE COMMERCIAL PROGRAM. KOREAN BALANCE OF PAYMENTS SITUATION BROUGHT ABOUT, AN INCREASE IN IMPORT RESTRICTIONS. NONETHELESS, U.S. MARKET SHARE INCREASED FROM TWENTY-FIVE PERCENT TO TWENTY-SIX PERCENT OVER FIRST FIVE CALENDAR MONTHS. WE HAVE BEEN MODERATELY SUCCESSFUL IN PRESSING TRADE COMPLAINTS (COPPER SCRAP), REPRESENTING SPECIAL INTERESTS (USE OF GENERIC TERMS IN TRADE-MARKETS), MODIFYING SPECIFICATIONS ON TENDERS (GE BID ON ADB-FINANCED POWER CAPACITORS). NEED WE POINT OUT THAT NONE OF THESE ACTIVITIES ARE QUANTIFIED, EITHER IN TERMS OF RESOURCES OR MEASURABLE RESULTS, IN THE CCP. FURTHER, RECENT NEGATIVE EXIMBANK AND OPIC DECISIONS, PROLONGED COTTON AND TEXTILE PROBLEMS, AND OTHER POSSIBLE U.S. TRADE RESTRICTIONS WILL INEVITABLY REDUCE MALLEABILITY OF ROKG OFFICIALS AND LIMIT OUR ABILITY SUPPORT U.S. INTERESTS IN THE AREA OF THESE INTANGIBLES. SNEIDER

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